# ISG™

## The EMEA
# Paragon™
### 2018 Awards

EMEA 2018

# ISG Paragon Awards™

## Thursday 11th October 2018

Nomination Guide & Submission Form

# ISG invites you to submit your nominations for the 2018 Paragon Awards

The ISG Paragon Awards™ recognize and reward the achievements of industry leaders across seven categories and seek to highlight the innovative approaches and behaviors that drive success and which themselves reflect the evolving nature of technology and business today:

**Collaboration | Transformation | Leadership | Imagination | Excellence | Impact |Women in Technology | ISG Special Award**

This year's ISG Paragon Awards™ Gala Dinner will take place on Thursday 11th October 2018 at the prestigious United Nations Ballroom, the setting for the inaugural reception of the United Nations General Assembly in 1946. Winners will be announced at the event.

## About **ISG**

ISG (Information Services Group) (NASDAQ: III) is a leading global technology research and advisory firm. A trusted business partner to more than 700 clients, including 75 of the top 100 enterprises in the world, ISG is committed to helping corporations, public sector organizations, and service and technology providers achieve operational excellence and faster growth. The firm specializes in digital transformation services, including automation, cloud and data analytics; sourcing advisory; managed governance and risk services; network carrier services; technology strategy and operations design; change management; market intelligence and technology research and analysis. Founded in 2006, and based in Stamford, Conn., ISG employs more than 1,300 professionals operating in more than 20 countries—a global team known for its innovative thinking, market influence, deep industry and technology expertise, and world-class research and analytical capabilities based on the industry's most comprehensive marketplace data. For more information, visit www.isg-one.com.

Nominations close on Friday 31st August 2018.

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# Award **Descriptions**

The award descriptions below offer more information about each category, including which awards are open to organizations and which to individuals.

## Excellence:

This award recognizes outstanding delivery and excellence by a technology or service provider in the provision of services to a client or clients.

Entries should include and demonstrate the following points:

* Achievement of the relationship's commercial and performance objectives
* The introduction of new and/ or innovative technologies such as Automation, Cognitive Solutions and Artificial Intelligence or service approaches that make a positive and measurable impact on the client's business
* What part of the approach went beyond the normal delivery parameters and why?

Impact on:

* Business results of the client, or impact on their customers
* Operational efficiencies for all affected parties
* A positive and collaborative relationship between client and provider

## Transformation:

This award recognizes the fundamental transformation of an organization or key business function. It rewards both client and technology/ service provider.

Entries should include and demonstrate the following points:

* Clear understanding of the current operation and desired new business model
* Development & management of a cogent change plan to drive the transformation

Impact on:

* Positioning the client to respond to changing market dynamics and technological innovations such as Automation, Cognitive Solutions and Artificial Intelligence
* Delivery of outcomes affecting revenue, sales, performance issues, customer satisfaction etc...
* Maintaining relevance, ongoing measuring of results and adaptability to the future needs

The EMEA **Paragon**™ 2018 Awards

### Leadership:

Recognizing a client executive who has demonstrated exceptional drive and leadership.

Entries should demonstrate leadership qualities and the following key attributes:

* Creates a compelling vision for the future and motivates others to help drive this forward
* Inspires and motivates others to excel, whether they are in-house or service provider staff
* Takes prompt, decisive action to resolve issues quickly & effectively
* Sets high standards of integrity and leads by example

### Collaboration:

Recognizing a mutually beneficial relationship between a client and one or more technology/ service providers. The award encompasses all relevant parties.

Entries should include and demonstrate the following points:

* Collaborative/ constructive relationships
* Alignment of mutual objectives versus competing objectives
* A "one team" culture

Impact on:

* Business results of the client or impact on their customers
* Operational efficiencies for all affected parties
* End user satisfaction, increased performance/ efficiency
* Soft benefits of collaboration to all parties

### Women in Technology:

Recognizing individuals who have contributed in any of the following areas:

* The creation or launch of a successful project that involved significant contribution by a woman or women
* The management of a successful project that involved contribution by a woman or women
* A program that has created opportunities for women in technology
* Leadership of a company/organization, thereby raising the awareness of women in technology
* The mentoring of a successful woman or women in technology

## Imagination:

Recognizing the importance of imagination in helping organizations to future- proof their businesses as well as the entrepreneurial spirit needed to help them make a step change in how they serve their customers. Nominees can include individuals, organizations or a combined client and technology/provider team.

Entries should try to demonstrate the following points:

* Championing of new technologies such as Automation, Cognitive Solutions and Artificial Intelligence and/or approaches that make a significant change to an organization's operations

* Entrepreneurial approach to move the organization closer to its stated aims

Impact on:

* Business results of the client, or impact on their customers

* Operational efficiencies for all affected parties

* Successful implementation of innovations in technology/new ways of working

## Impact:

This award recognizes the impact of a client/ technology or service provider(s) relationship on a community of people, be they members of the public, customers or any defined group. It is easy to focus on the business benefits of sourcing arrangements or technology change to the client but the benefits to their customers and any resultant community impact can be just as important.

Entries should include:

* A description of the end customer group (for example but not limited to; charitable institutions, rail passengers, utility customers, loyalty card customers, etc...)

* A clear understanding of the issues impacting the target group

* A short account of the selected approach

* Quantifiable benefits to the end customer group/ community

* Softer benefits for the end customer group/community

* Any evidence of collaboration or responding to feedback from the end customer group

## ISG Special Award:

This award will be presented to an organization or individual, identified by an ISG panel as deserving special recognition. This can pertain to their impact on the industry, a community, technology innovation, new business practices etc....

The winner will be selected from the general Paragon Awards entries and ISG submissions only. No nominations will be accepted externally for consideration.

## Helpful Hints

Be brief! Do not exceed the word limit. Keep your submission brief and to the point, but always interesting. The use of bullet points is fine.

Focus on outcomes and tangible results. Include the most pertinent information.

Keep the jargon to a minimum. It can be distracting rather than enlightening.

Complete all sections of the nomination form and try not to repeat yourself too much across the sections.

Make sure you have permission to name your client. If any part of the submission is for judges' eyes only, then make sure that this is clearly stated.

Remember the deadline for submission is Friday 31stAugust 2018. Send your entry on time. Late submissions will not be considered.

## ENTRY
# PROCESS

Nominations will be accepted until close of business Friday 31st August 2018.

The 2018 ISG Paragon Awards™ are open to qualifying organizations across EMEA. To be eligible for consideration, entries must meet the following criteria:

* Nominations must refer to a contract or service relationship that was active, in whole or in part, in EMEA during 2017 / June 2018.

* All sections of the nomination form must be completed for the category or categories where the applicant seeks nomination.

* There is no limit to the number of categories for which applicants may seek nomination – but a new form must be submitted for each nomination.

* No feedback will be provided on the judging process and the decision of the judges is final.

* Nomination(s) must be received in the specified format (see the How to Enter section) by Friday 31stAugust 2018 to be considered by the judging panel.

* Nominations will be accepted from both buy-side and technology/ service provider/sell-side companies.

* Finalists agree that their company names and logos may be used by ISG in Paragon Awards communications, presentations, support material, websites, etc.

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# HOW
## TO ENTER

1  Complete all sections of the nomination form by providing all information requested.

2  An overall limit of 850 words has been stipulated per nomination. Any entries above this word count will not be considered. This does not include your 250- word abstract.

3  In the event of your organization or yourself winning an Award, any information in your synopsis may be used in the announcement of why you were selected.

4  In the event your organization becomes a finalist or the winner of an Award, you consent to your client being named (if applicable) in all marketing of the awards shortlist, unless stated in writing at the time of submission. It is not necessary to name the client, but it can considerably strengthen your submission.

5  Submit your completed nomination via email attachment to denise.colgan@isg-one.com by Friday 31st August 2018.

# JUDGING
## PROCESS

Initial reviews of submissions and the selection of 3 finalists for each category will be carried out by an ISG panel. All submissions will be treated, in general, as confidential. They will not be shared outside of the judging team without permission until finalists are announced.  Details of the finalists will be announced on Tuesday 4th September 2018 on the ISG website – www.isg-one.com.

Winners for each category, with the exception of the ISG Special Award, will be selected by an independent judging panel.

All winners will be announced at the ISG Paragon Awards Gala Dinner on Thursday 11th October 2018 at the United Nations Ballroom in London. Each award category will include a winner and two runners-up.

The EMEA Paragon™ 2018 Awards

## 5 Reasons to Take Part:

### 1 Recognize your most valued assets

Celebrate your valued clients and trusted employees. The ISG Paragon Awards™ recognize the hard work and achievements of your clients and employees. Taking part can cement good client relationships, boost staff morale and improve motivation

### 2 Gain recognition for your brand

Awards can be an overlooked tool in your marketing toolbox. Being shortlisted for the ISG Paragon Awards™ can improve brand awareness and promote your business to an audience who are specifically interested in the technologies, products and services that you provide – and who may now have another reason to consider your company

### 3 Benchmark your services

The application process forces you to look at your products, services and results vis-a-vis your competitors. You can better understand how you stand out from the competition

### 4 Increase your credibility

Highlight your successes through a third-party endorsement of your services. Your work will be reviewed by potential clients, as well as the world's leading global technology research and advisory firm, with extensive influence across the globe

### 5 Promote your success

We will promote the ISG Paragon Awards™ finalists and winners across our website, media outreach and via a number of social media channels. We average around 25,000 visitors to our site per month, have more than 25,000 subscribers, and many more thousands of Facebook, LinkedIn, and Twitter follower.

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# Nomination Form: 2018 ISG Paragon Awards™ EMEA

**Your completed nomination form should be emailed to denise.colgan@isg-one.com before close of business on Friday 31stAugust 2018.**

**1. Please provide your details in the fields below.**

| | |
|---|---|
| **Name of person submitting:** | |
| **Name of Organisation:** | |
| **Job Title:** | |
| **Email Address:** | |
| **Contact Number of person submitting nomination:** | |
| **Name of individual(s) or company/ companies being nominated:** | |
| **Contact Name(s) (Nominees):** | |
| **Email Address(es) (Nominees):** | |

NOTE: The individuals or companies nominated for awards will not be contacted as part of the judging process without prior agreement with the person submitting the nomination.

**2. Identify the award category you wish to enter, please indicate one category:**

The same project can be submitted in more than one category. However, each entry must be submitted on a separate entry form. Remember to tailor each submission to meet the specific criteria for the relevant category.

- ☐ Collaboration (awarded to an organization)
- ☐ Transformation (awarded to an organization)
- ☐ Leadership (awarded to an individual)
- ☐ Imagination (awarded to an organization OR individual)
- ☐ Excellence (awarded to a technology/service provider organization)
- ☐ Impact (awarded to an organization)
- ☐ Woman in Technology (awarded to an individual)

**3. Include an abstract of not more than 250 words, giving an overview of your project and referencing the main parties.**

This abstract will primarily be used in communications announcing the shortlisted parties and winners. It will also be printed within the program for the ISG Paragon Awards™ Gala Dinner.

**4. Your submission.**

Remember to address the bullet points relating to the correct award category. Be brief and feel free to make use of bullet points or visuals if applicable. Keep jargon to a minimum and focus on business benefits.
To strengthen your submission, you should include supporting evidence wherever possible.
Remember – Do not exceed the submission word count of 850 words.

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For more information about
the Paragon Awards™,
please contact:

**Denise Colgan**

[denise.colgan@isg-one.com](mailto:denise.colgan@isg-one.com)

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